

TALKS TO PEOPLE OF WORLD

Edward D. Easton, Real Live Product of Washington, Who Is Doing Big Things—What Counts in Invention.

By JAMES B. MORROW.

New York, Nov. 26.—The telephone, a curious contraption, the people thought, was put on exhibition in Philadelphia during the summer of 1876.

A decade later the graphophone or phonograph, meaning a machine that talked, again amused an interested but skeptical public.

The strange romance of the telephone has been told in the courts. Alexander Graham Bell, who had been a teacher of deaf and dumb children in Boston, found that he could send the human voice over a wire with the help of electricity. Elisha Gray, of Chicago, a blacksmith and a carpenter in his youth, and afterward a scientific man, made the same discovery.

The applications for a patent from Bell and Gray were received in Washington on St. Valentine's Day, 1876. It was a remarkable coincidence. Bell's thick, official-looking letter beat Gray's by an hour or two, as it was officially stated. There were other inventors afterward and suits of interference, but Bell was given his patent.

Time, measured by scant minutes, if nothing else, made Bell a millionaire and cut his name in the granite foundation of science. Gray, battling hard, was beaten. He is scarcely known to-day, except to electrical engineers and students.

Lacking in Organization.

But the telephone, although patented as necessary now, it almost seems, as bread and water—failed to gain the serious interest of important men of business. Bell, a Scotchman by birth, was lacking in organizing genius. His future father-in-law, Gardiner Green Hubbard, was a Boston lawyer. Bell had taught his little daughter, and from teacher had turned lover. Thomas Saunders, of Massachusetts, ingenious and adventurous, put his personal fortune in hazard by cash advances that amounted to \$150,000.

But the telephone was still a toy, in popular opinion—a plaything for wizards and electricians. For two years it hung uncertain upon the border line that separates the desert of failure from the happy continent of profit.

Then Theodore Newton Vail came into the business. He has been in the business ever since, although, in a sense, intermittently. Occasionally he retires to his 5,000-acre farm in Vermont, where he raises horses, ponies and pigs, but when there are telephone perplexities or problems in finance he always comes back by request. Recently he welded Gould's telephone to the Bell telephone system, and thus his wires zigzag the whole country. Out of the invention by which the human voice was transmitted from place to place, came the talking machine by which the human voice was engraved on wax and reproduced whenever wanted. Vail "organized and nationalized an idea," to use his own language, as he used it to me when I interviewed him in Boston. What he did for the telephone commercially, a wide-visioned and daring steno-grapher by the name of Edward Denison, Easton did for the graphophone or phonograph. And Bell was in both inventions.

Discovered by Hubbard.

To Hubbard, the lawyer, belongs the credit of discovering Vail's business manager. Easton discovered himself. Vail was an officer in the Post-office Department at Washington. Hubbard, cross-examining him in a lawsuit and learning his quality, hired him to popularize an electrical curiosity into an apparatus of world-wide utility. Telephone shares sold at \$40 apiece in 1878. Vail multiplied each share eight times in eight years, so that \$40 in 1878 was equal in selling value to \$3,200 in 1886.

Meanwhile, Bell brought \$100,000 home from Europe. He had won the Volta prize of the French Academy for his startling electrical achievement. With the money thus acquired he established a laboratory. Out of the laboratory came the graphophone. The telephone and the graphophone, therefore, are blood relatives.

The telephone and talking machine were exploited from Washington to the remotest commercial or industrial city. Vail was an officeholder. Easton was a government shorthand writer. Vail's share owners were mostly New England men. Easton sold complete stock to James G. Blaine and to Senators and Representatives in Congress. To-day he is president of the most important talking machine company in the world. He is the real creator, in fact, of the talking machine business.

Doubtless he is a multimillionaire. At all events, he owns a park of 300 acres in New Jersey, where there are groves and rows of trees, lakes and ponds, a Methodist church, a new but ancient looking mill as a scenic accessory, and a group of cottages for himself and his married relations. Moreover, he is in banks and has other desirable connections.

"No man," I was surprised to hear Mr. Vail say, "and I include Bell himself, made so much as \$1,500,000 out of the telephone invention and its subsequent extension."

The statement, to me, was rather amazing.

Enriched His Associates.

Coming ten years later, the country being full of eager investors and of mourners who had drawn money out of banks for telephone shares, but had hurriedly put it back after thinking the matter over, Easton, also with a ready matter over, has kept his stockholders together, pushed his business to the ends of the earth, and enriched his associates. It is well enough to say, in passing, that Mr. Easton was born at Gloucester, Mass., in 1856. As a boy he lived in New Jersey. At the age of eighteen he was assistant editor of the Hackensack Republican. Thence he went to Washington as a stenographer. Afterward he was graduated in law from Georgetown University.

"My first service in Washington," he told me, "was with the light-house board, of which George Dewey (now Admiral of the Navy) was chairman. I worked hard to make myself a competent shorthand writer and was employed in many important government cases and in several historical investigations by Congress. I was one of the stenographers for the electoral commission that decided the disputed election of 1876 and gave the Presidency to Rutherford B. Hayes. We thought at first that Tilden would be seated and that all of us would lose our jobs."

"Likewise, I helped to report the trial of Galtreau. While I am not a medical expert, I dare to say that Galtreau shot a private citizen instead of the President of the United States. He would have been declared a lunatic and his life spared. He was the most offensively egotistical individual I ever saw, writing his autobiography with noisy delight for hundreds of silly men and women who came to the court-house in droves, butting into the testimony of witnesses with dramatic observations and theatrical gestures, and I actually believe, going to the gallows proud of the added notoriety

that his execution would bring to his name in the newspapers next morning."

"When did you first hear of the graphophone?" I asked.

Would Reproduce Sound.

"While working around the Capitol in Washington. Several stenographers, Andrew Devine especially, told me of a talking machine they had seen in Graham Bell's laboratory. Edison had once experimented with an apparatus that would reproduce sound. However, the records he employed were made of tin foil. They could not be taken from the machine, which was very heavy, being constructed of iron; nor could they be used more than for five years in Graham Bell's laboratory."

FIGURES IN ROMANCE OF PHONOGRAPH.

"Then came the announcement that Bell and Tainter had invented a practical machine that could actually talk. Moreover, their records could be removed, repeatedly used, kept indefinitely and transported by mail or express. They had worked for five years in Graham Bell's laboratory."

Aid to Hospitals.

"Physicians at hospitals are getting records of coughs that are peculiar and of breathings that will help them in the diagnosis of certain diseases. Eminent vocalists are singing musical exercises upon records of wax, together with the text-book in hand, are invaluable to students. Moving pictures by and by will be enabled to talk and the advertisement will be so perfect that every motion of the hands and movement of the lips will fit the words. Languages have been taught for years with the help of the graphophone. The advantages of such teaching are obvious. One can learn French as it is spoken in Paris and German as it is spoken in Berlin."

What other uses will be found?" I inquired.

"I think the personal correspondence between relatives and friends will be largely carried on by machinery before long. In the past there has been trouble in making a cheap record that was strong enough to be transported in the mails. I am sure that at an early day one will find it not alone convenient but pleasurable to talk a love letter or a family letter into a graphophone and then to have it carried to its destination for a 2-cent postage."

"The voice of one's mother, sister, father, or sweetheart would sound mighty good if one were far away from home. Writing would be unnecessary and the record would cost little more, perhaps, than stationery."

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HELP FOR PRISONERS

Agent Massie Doing Noble

Work in Capital.

CHARACTER STUDY NECESSARY

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sleep or get up and go out. There are plenty of dull spots in the best of operas. We have gone on the idea that only the genius in a lengthy musical composition is practicable for reproduction."

"President Taft, talking in a horn, has courteously given us several short addresses. Plenty of his countrymen will never see him, and they want to hear his voice. His address on foreign missions has been repeated in hundreds of churches and has done a great deal of good. We have records from William J. Bryan, but Col. Roosevelt turned us down. Joseph Jefferson gave the part of a scene from 'Rip Van Winkle,' and we were about to get some of Bill Nye's jokes when he died."

"It is unfortunate that the phonograph was not invented centuries ago, that the records were not made of wax, that we have heard for all ages to come. Demosthenes and Cicero might be living yet. And all Americans would be glad, I know, were it possible for them to hear George Washington, Patrick Henry, Andrew Jackson and Abraham Lincoln. One of my missionary friends is sending me records of hymns sung by Sunday school children in China, and I am sending hymns sung in this country to Christian workers in the Orient."

What other uses will be found?" I asked.

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"Physicians at hospitals are getting records of coughs that are peculiar and of breathings that will help them in the diagnosis of certain diseases. Eminent vocalists are singing musical exercises upon records of wax, together with the text-book in hand, are invaluable to students. Moving pictures by and by will be enabled to talk and the advertisement will be so perfect that every motion of the hands and movement of the lips will fit the words. Languages have been taught for years with the help of the graphophone. The advantages of such teaching are obvious. One can learn French as it is spoken in Paris and German as it is spoken in Berlin."

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